

Role: Chief Financial Officer

About Us:

Radiator Labs is an energy management and electrification platform for radiator-heated buildings. We are a Brooklyn based startup working to solve a 100-year-old problem: the lack of comfort and efficiency in buildings with steam heat. Our technology is the recipient of multiple awards including the MIT Clean Energy Prize, NYC Department of Buildings Carbon Neutrality Innovation Challenge, the Popular Science Invention Award, Architizer A+ Award, the 1776 Challenge Cup, the Exelon's 2c2i initiative and we are part of inaugural Clean Fight 2020 program.

Every year, millions of dollars are wasted and pollution needlessly generated as people open the windows of their sweltering steam-heated apartments to cool off in the winter. Radiator Labs is solving this problem using custom hardware, sensors, building-wide IOT networks, and data science. Our retrofits for steam-heated buildings have been validated by NYSERDA to save an average of 25% on heating costs, and are eligible for all utility incentives. We are also developing a hybrid-electrification platform that enables buildings to electrify up to 80% of their heating demand at 20% of the cost of traditional approaches. Our customers include multi-family apartment buildings, office buildings, municipal buildings and universities. We are rapidly expanding our operations, and Radiator Labs recently launched a Heating-as-a-Service (HaaS) product in which buildings contract directly with us and we deploy the system with zero up-front cost (working with project financing partners).

We seek a Chief Financial Officer to maintain all aspects of our financial operations, oversight, and project financing compliance. Examples of this role include owning the company pro-forma, service model projects, and relationship with our accountant as well as contracts, insurance and project timelines. This person will hire an assistant Business Manager / Operations Coordinator in Q2/Q3 2021.

Job Description:

- Management of a Business Manager / Operations Coordinator (Q2/Q3 2021 hire)
- Work with the CEO to organize daily operations through direct management of several team managers (Engineering and Operations)
- Manage typical financial aspects of the company (invoicing, reporting, budgeting & payroll PEO etc.)
- Manage Accounting / Bookkeeping processes (outsourced), including taxes, receipt logging & reconciliation, invoicing, etc.
- Manage contracting - review existing contracts, update current documents, maintain process through sales and project management teams
- Own corporate Insurance renewal & customer insurance documentation; subcontractor insurance documentation

- Manage patent annuities (outsourced)
- Manage product certification process
- Manage the company's participation in the StartupNY program and our National Science Foundation grant
- Hardware - Track receivables, expenses and working capital
- SaaS - Build, maintain, and optimize financial models including pro forma financial projections and customer sales models (upfront cash model, SaaS).
- SaaS - Own relationships with financing partners for the SaaS component of our business
- Ensure that project financing facilities are in compliance

We are a small team with a diverse set of responsibilities and backgrounds. We're looking for candidates who are confident in themselves and their work, but also humble enough to take on tasks outside their job description at times. It's not uncommon for all hands to help out during an installation moving radiator covers, or fumbling with wires (safely!) in the sweltering boiler room of a midtown apartment building. We enjoy learning about and sometimes visiting old buildings in (mostly) New York City and beyond. This position is based out of our office in the Brooklyn Navy Yard.

Qualifications:

- C-level startup experience greatly preferred
- Bachelor's Degree in Accounting, Finance or similar relevant field required; CPA, MBA or master's degree in Accounting or Finance preferred
- 3+ Years experience in a accounting and finance related roles
- Highly organized with strong planning and project management skills
- Strategic experience in implementing short and long term plans for business growth
- Familiarity with SaaS revenue model and project financing
- Project organization experience
- Client management skills

To Apply: Please send a resume or LinkedIn profile link and a brief introduction to jobs@radiatorlabs.com with the subject "CFO Application"

The successful applicant will be selected based upon their qualifications for this position and without regard to the applicant's race, color, ethnic or national origin, religion, creed, age, disability, sex, sexual orientation, gender identity or expression, pregnancy, marital or partnership status, citizenship or alienage status, veteran status, whether children are, may be or would be residing with a person, or any other characteristic protected by law.